

FARMING
POSSIBILITIES
OF THE
DELAWARE
MARYLAND
VIRGINIA
PENINSULA

ISSUED BY
THE PENNSYLVANIA RAILROAD

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OCTOBER, 1911

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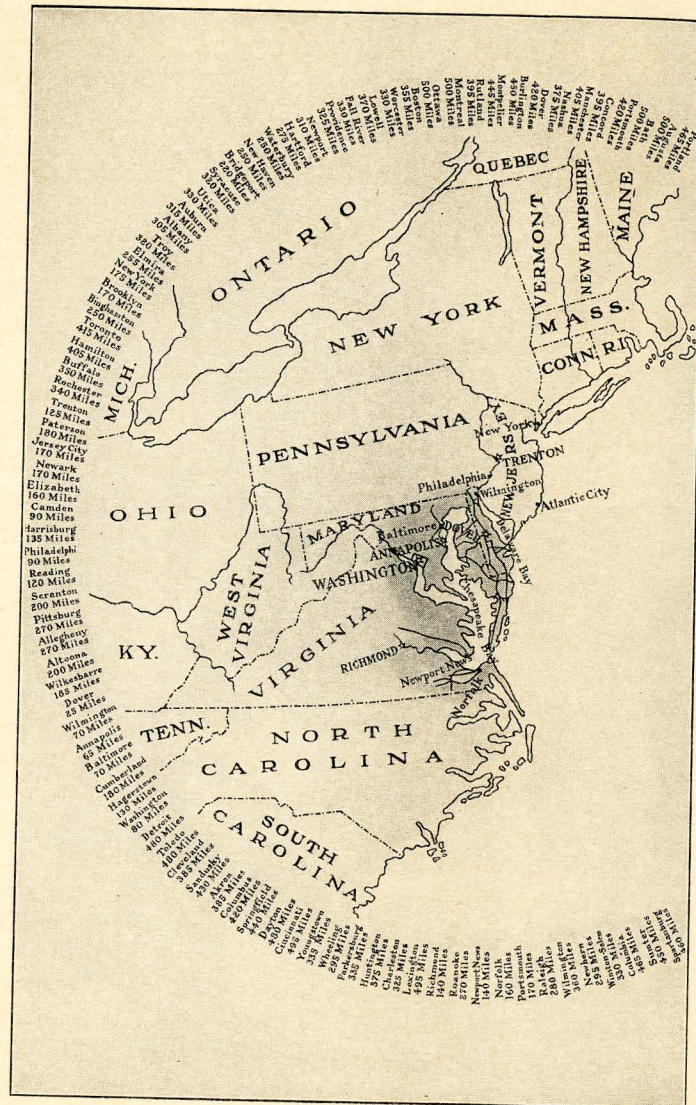
FARMING POSSIBILITIES OF THE DELAWARE—MARYLAND— VIRGINIA PENINSULA

THERE is no more ideal section for agriculture on the North American continent than the Delaware-Maryland-Virginia Peninsula.

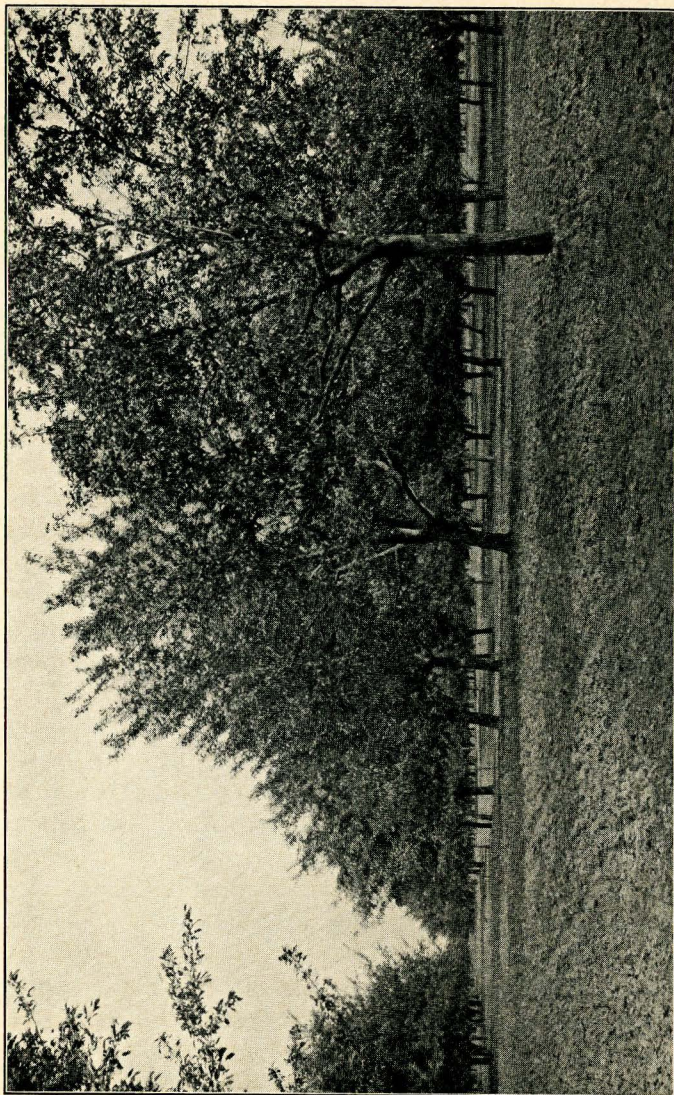
This conclusion has been reached not because the most luxuriant crops are always produced there, but because at the present time the Peninsula offers the best all-around advantages for farming. By "the best all-around advantages for farming" is meant, not only fertility of soil and convenience to markets, but also the price of land together with those elements which make life agreeable—delightful climate, hospitable neighbors, modern improvements, schools and churches. Nowhere are all these things more happily combined with moderate prices.

The fertility of the soil is unsurpassed; the Peninsula is dotted with orchards and farms from which the yearly product amply sustains this statement; farms which in many cases are not for sale or which bring the highest prices. But, for reasons which will be explained, there is an enormous quantity of equally good land to be had at a very reasonable figure—in some instances as low as ten dollars per acre.

The population of the Peninsula is one of the oldest and most typically American which can be found in any section of the country. For a long time the people were suspicious of strangers and jealous of new blood. Now,



*Eighty-four principal cities of the United States
are within 500 miles of the Delaware—
Maryland—Virginia Peninsula*



*Delaware—Maryland—Virginia Peninsula—
Apple Orchard*

Delaware—Maryland—Virginia Peninsula

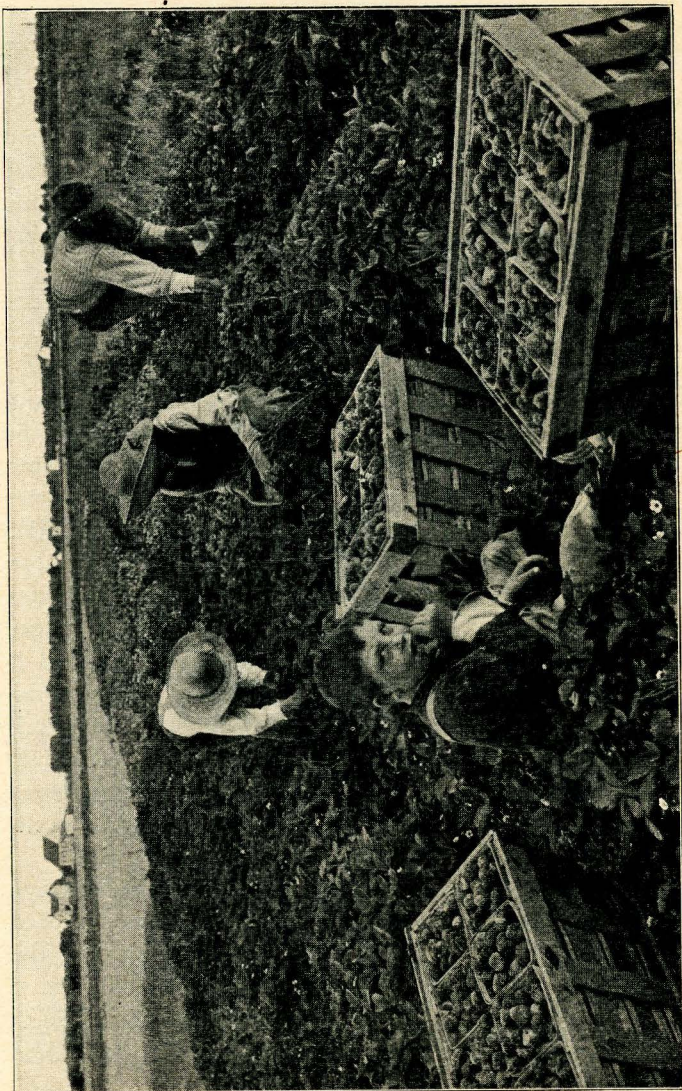
however, all that is changed. The inhabitants realize the necessity for foreign capital and labor in the development of the region. They are extending the heartiest invitation to useful and industrious people to settle among them. The inducements they have to offer to the homeseeker looking for a small farm, the farmer with larger financial resources, and the investor can not be duplicated elsewhere.

II

The Delaware-Maryland-Virginia Peninsula reaches out between Delaware Bay and the Atlantic Ocean on the east and Chesapeake Bay on the west. It comprises practically all of Delaware, nine of the most productive counties in Maryland, and the southern end is tipped by two counties of Virginia.

This situation between two large bodies of water tempers the climate in winter, and as the Peninsula ranges from five to only fifty miles across at its widest point, it is constantly played over by cooling breezes in summer. Latitudinally it could not be more fortunately placed; it is far enough south to insure a large percentage of sunny weather in winter, but not too far to preclude the growth of any fruit or vegetable common to the temperate zone, all of which flourish in its kind and varied soil.

Its entire population is 453,855, and its area is 6,179 square miles. Almost a fifth of the population is centered in Wilmington, Delaware. By far the greatest part of the remaining four-fifths lives in cities and small towns, so that the real density of the population throughout the agricultural districts will run from twenty-five to fifty persons to the square mile.



*Delaware—Maryland—Virginia Peninsula—
Picking Strawberries*

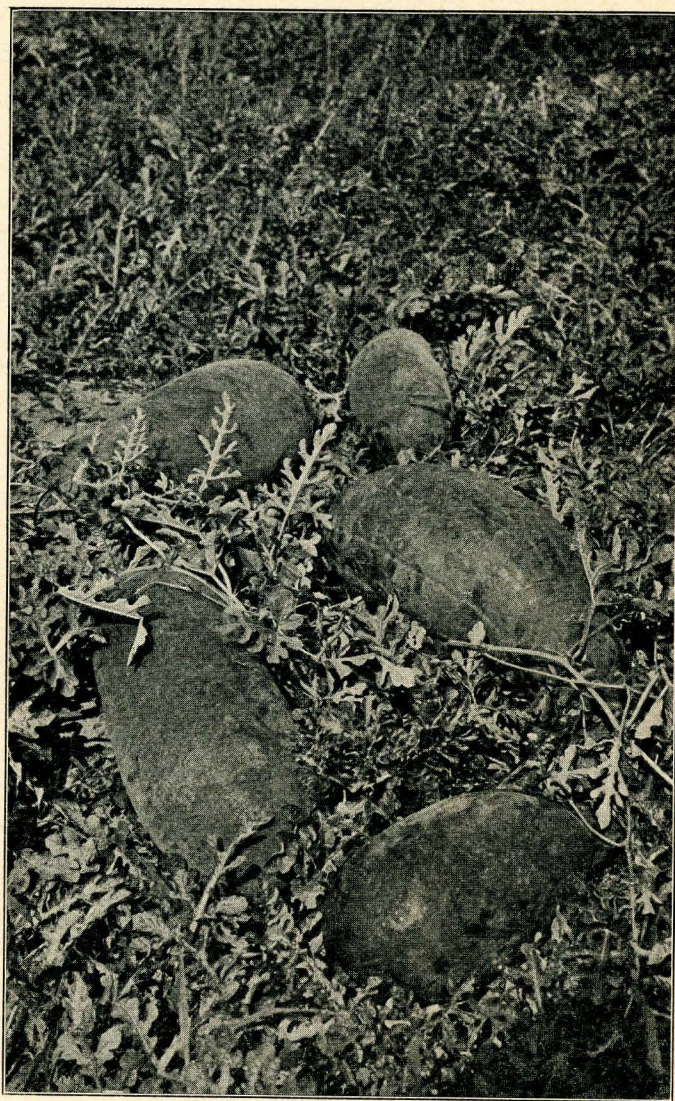
Delaware—Maryland—Virginia Peninsula

Speaking of this territory, a writer in "Lippincott's Magazine" for January, 1908, says: "It is a garden and an orchard. Nature seemed unkind when she strewed this sand upon clay without stones; but she repented, clothed all in verdure, made it yield almost every fruit, vegetable and berry in profusion and of the finest quality, filled even the swamps with cypresses, cedar and pine, stored the streams with fishes, filled the waters along the coast with shellfish, . . . sent flocks of birds into fields and woods and flights of wild fowl upon all the waters."

III

Within 500 miles of this garden spot are 35,000,000 people, one-third of the total population of North America. Within a circle of this radius, with the Peninsula as the center, are the richest cities in the country, including New York, Philadelphia, Boston, Pittsburgh, Baltimore, Washington, Providence, Hartford, Ottawa, Toronto, Toledo, Detroit, Cincinnati, Louisville, Columbus, Harrisburg and hundreds of others. Here is a market crying out for fruit from the Peninsula, and it can not at present be supplied. At every prominent shipping point the buyers from these cities bid against each other to get the fruit for their territories. The situation has a significance that should appeal to every shrewd agriculturist.

Take, for example, the statement that the Peninsula is the home of nearly all the products of the temperate zone—a statement that can be very easily substantiated. This includes strawberries, blackberries, raspberries, grapes and many other small and tree fruits, like peaches, apples, pears, figs, cherries, quinces and plums; all of these are



*Delaware—Maryland—Virginia Peninsula—
Watermelons*

Delaware—Maryland—Virginia Peninsula

produced in enormous quantities and of the best quality; all of these are within easy reach of the richest markets in the world, where the demand for Peninsula fruit is greater than the supply.

Preference freight service as furnished to the Peninsula is the last word on speedy transportation of perishables. Peach trains go rolling over the Pennsylvania Railroad to the markets of the North, South, East and West. Solid trains of refrigerator cars loaded with luscious strawberries go out daily in the season. Sixty-four carloads went out from one station in a single day. In the fall and summer heavy trainloads of apples are sent to all parts of the continent. The early apples are the finest grown in any part of the world.

IV

On Manhattan Island and across the river are 3,958,000 people. Draw a circle fifty miles in diameter from City Hall, New York, and you put a line around 5,000,000 people—as many as you will find in all the states of Nebraska, North and South Dakota, Colorado, Wyoming, Montana, Idaho, New Mexico, Nevada, Utah and Arizona. Not 3 per cent of these people ever produce any fruit, depending upon the farmers to raise fruit to send them. It is the greatest fruit-eating section in the world. Now draw a line up the Hudson River to Albany, and thence straight east to the Atlantic Ocean, and you have 11,000,000 of people, a dozen or fifteen of the richest and most luxurious cities in the country; cities which have man's wealth and man's demand for fruit and vegetables of high quality. You have the greatest fruit market known in an equal area on the face of the earth, and the demand for fruit is increasing wonderfully.



*Delaware—Maryland—Virginia Peninsula—
White Potatoes*

Delaware—Maryland—Virginia Peninsula

And vegetables are not behind the fruits. Especially garden truck, such as asparagus, tomatoes, onions, cantaloupe, watermelons, cauliflower, cabbage, kale, white and sweet potatoes are raised with profit. The New York, Philadelphia and Norfolk Railroad handled over two million barrels of white and more than a million barrels of sweet potatoes in 1910.

V

Both in population and in wealth all of the eastern cities are steadily increasing. The people live more luxuriously every year, and the man who is in a position to cater to this luxuriousness is usually sure of his income. The Peninsula farmer is in the best position to supply these markets with the most delicate and perishable products, for, in point of transportation, the extreme lower end of Delaware is nearer to New York City than half of the state of New York.

This region always has been and always will be primarily agricultural. Other industries are there, and very rich ones too, but the country was so evidently laid out for tillers of the soil that it would be unnatural to struggle for supremacy in lines of endeavor where others have an equal chance, when nature has given the Peninsula such a handicap in the field of agriculture.

That land of such great value should be lying idle and that the Peninsula should at present offer such unusual opportunities for homeseekers is due to natural causes. When the cry, "Go West!" was raised, Peninsula farmers, like those from all the eastern states, left their fertile fields which had been depleted by misuse, and went in search of virgin soil. Soon they found what every one now knows,



*Delaware—Maryland—Virginia Peninsula—
Onions*

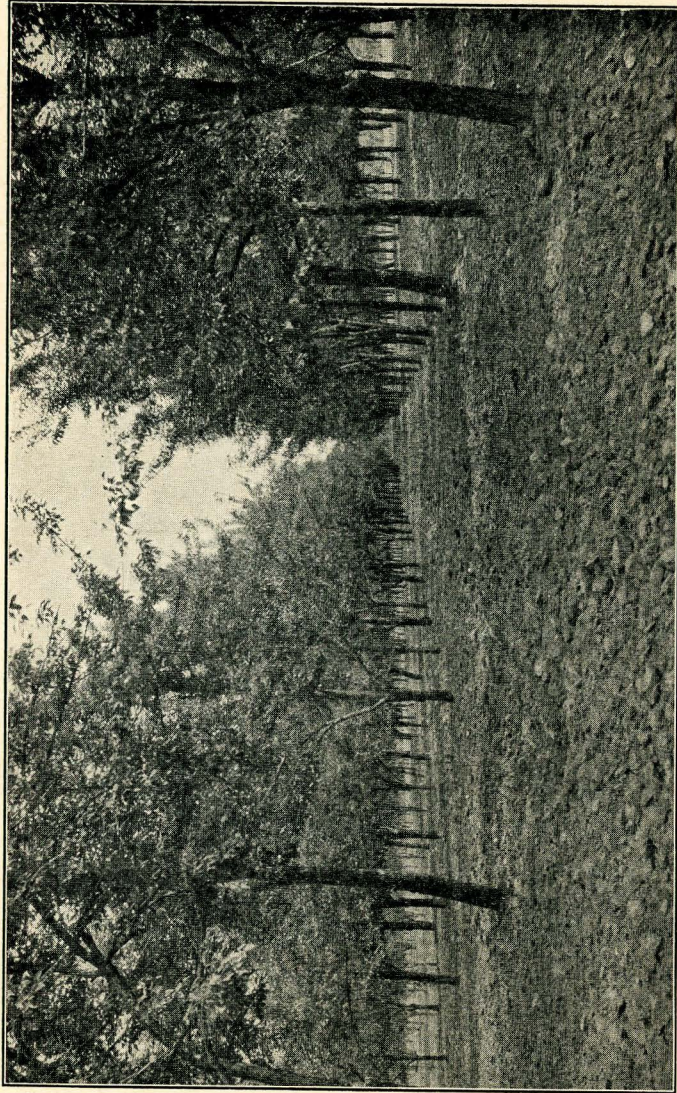
Delaware—Maryland—Virginia Peninsula

that there is no land which will continue to yield good crops under usage which takes everything out of the soil without putting anything back. Once settled in the West, however, they stayed there and began the use of fertilizers and methods of crop rotation which could have been more profitably employed on the ground they had deserted.

The stream of population continued to flow out toward the Mississippi until the most available land was occupied and prices were very high. The New England states soon became devoted to manufacturing almost exclusively. Much of the land vacated there and in other parts of the East has been taken up by immigrants coming from old countries where intensive farming has long been necessary on account of the density of the population and the great value of the land. Many of them have become rich from the profits of truck raising on these eastern acres.

The flood of immigration has never been directed toward the Peninsula, however, as it is situated out of the natural route of persons entering the country, and it has not been exploited by immigration agents. This is why we find on the Peninsula a population as strictly American as any in the United States; a population untroubled by the factions and class prejudices which inevitably arise where different races are going through the first stages of the amalgamation process. An instance of the kindly hospitality of the people was recently related by a settler coming to Delaware from Canada.

When he arrived he had no means of getting his belongings from the railroad to his farm, which was situated at some distance. The neighbors all lent a hand and carted his furniture and implements out to the farm. Their



*Delaware—Maryland—Virginia Peninsula—
Pear Orchard*

Delaware—Maryland—Virginia Peninsula

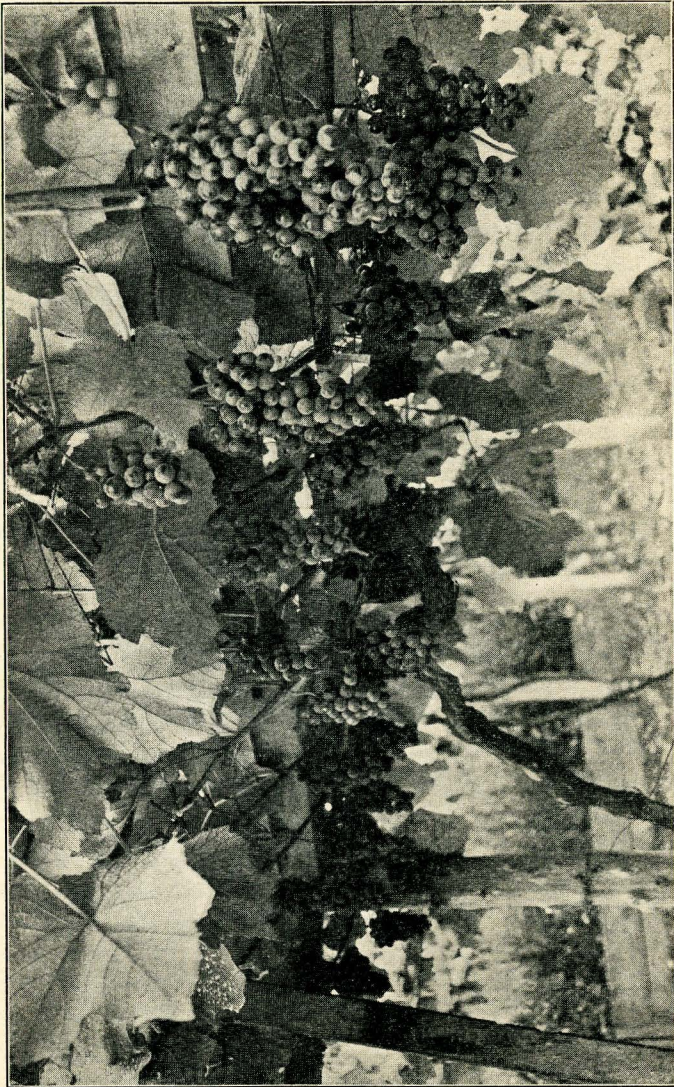
wives set to tidying and arranging the house, and the whole family of strangers was welcomed at the neighboring boards until their own preparations for cooking could be made. When the newcomer wished to pay for the services rendered he was much astonished on finding that they would not permit him to do so.

There is still much of the land lying idle that was vacated in the mad rush for the West, and this may sometimes be bought for a ridiculously low figure, always for a moderate price. It may be right beside farms which sell for a hundred dollars an acre and upward, the only difference in the two being that the latter have been carefully handled. Experience has shown that the so-called worn-out land on the Peninsula responds readily to treatment and can be bought back quickly.

VI

On the subject of bringing up old farms Mr. Horace Roberts had the following to say at the last meeting of the Peninsula Horticultural Society:

"A few weeks ago, as I was riding with an older brother on a trolley car, we passed between two farms; one had not been farmed for ten years and looked forlorn; the other was in the highest state of cultivation, fields fertile and productive, buildings neat and attractive, and the dwelling was equipped with telephone, electric lights, steam heat and all the modern comforts. He told me that thirty years ago these two farms were owned by two brothers, and the one that now looks so rough was counted one of the best farms in the neighborhood, and was a garden spot; the other was neglected and a disgrace to the community.



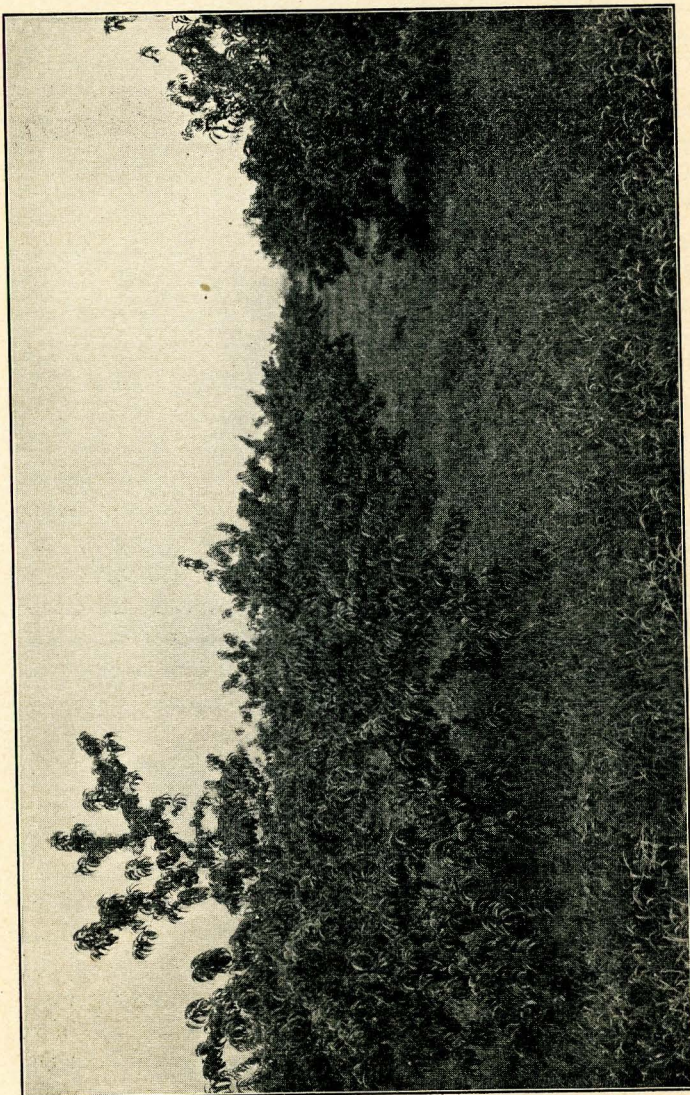
*Delaware—Maryland—Virginia Peninsula—
Concord Grapes*

Delaware—Maryland—Virginia Peninsula

This is simply one of the object-lessons showing that the personal factor is as important, and even more important, than the farm itself.

"The chemist tells us that an ordinary acre of land valued for its fertilizer content in the upper foot of soil is worth at least one thousand dollars. So we find that the difference between the productive acre and the poor acre consists more in its condition than in the amount of plant food it contains. The one has its plant food locked up, the other has it in shape so that the plants can assimilate it.

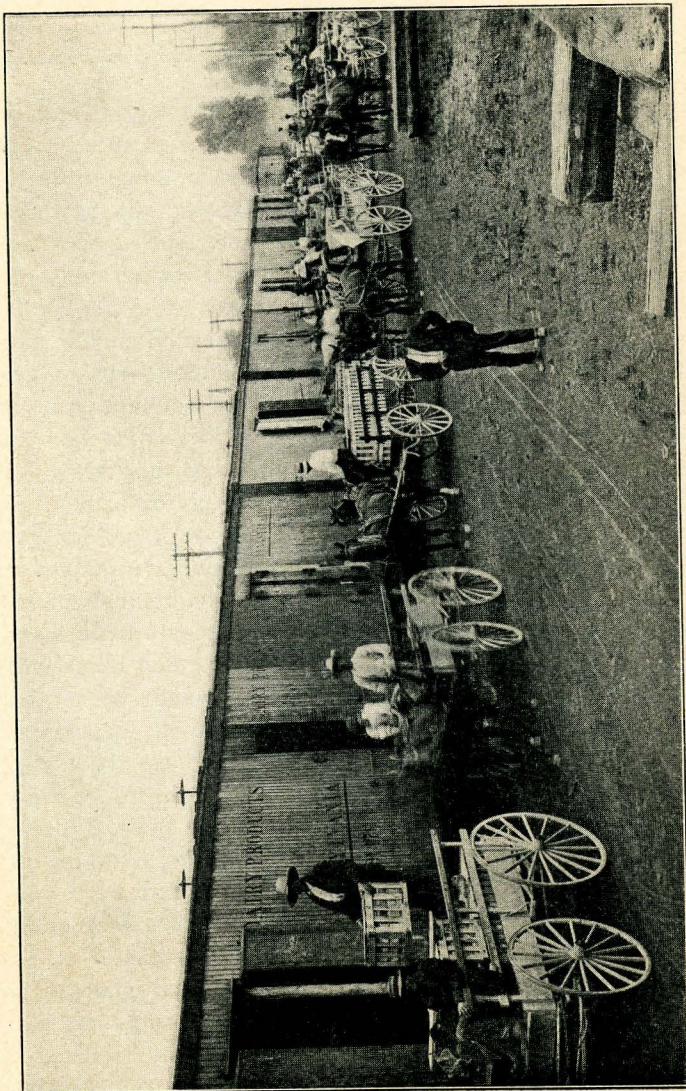
"Can a poor, rundown farm, by careful husbandry, liberal use of lime, by draining and intelligent use of fertilizers, aided by cover crops, be brought up again to a high state of cultivation, and can it be done at a profit? Yes, it can be done, and it can be done quickly. It has been my lot to take possession of the most tangled proposition in the shape of farms that our section offered, and I do not wish any better amusement than to see the laughs and ridicule of my friends and neighbors gradually turn to an interest in what is going on. I have had them tell me that they had watched certain fields all their lives and had never seen a crop amount to anything on them yet. Just to show how little we must be guided by the skepticism of our friends, I will add that this same farm that had not had a tenant for years, and that the natives had never seen a crop grow upon, I bought at \$30 per acre and raised crops the first year that were worth more than the whole price of the farm, and have done so ever since and more every year. In bringing up these old farms I have used about as much judgment as a woman shows at a bargain counter. I bought the best bargain offered, whether it was a sand farm, a clay



*Delaware—Maryland—Virginia Peninsula—
Peach Orchard*

Delaware—Maryland—Virginia Peninsula

farm or what it might be, and after I had it I began to develop it in the direction to which it was adapted. On general principles I believe in making a farm as nearly self-supporting as possible; that is, in producing the hay and grain needed on the farm right at home; and one of the first problems for me always is to get a considerable portion of a farm down in hay. We believe it is economy to keep a considerable portion of a farm seeded down, and to fertilize highly what we do plow and endeavor to get several crops a year from it. We do not consider that it impoverishes land to take big crops off. We study how to get a farm into shape to produce big crops, and then we enjoy gathering them. It is more wasteful for a piece of land to lie idle than to be raising a crop, and if we can get two or three crops a year and leave a good winter cover crop we do not call it robbery, but simply business. Intensive culture is the order of the day. It costs little more to farm a full crop than a half crop, the rent and taxes will be the same, and the principal difference will be in the revenue. So we see that if we are to handle the poor, run-down farms at a profit, we must get them to producing again quickly, and unless we can control capital enough to do the necessary draining and buy lime and fertilizer, we will soon be as poor as the farm. It is folly for me to farm wet land; I do not know how; but after I drain it you ought to see the crops grow. For me lime gives such good results in proportion to its cost that I administer it as freely as a doctor does magnesia on his first visit to a patient. Fertilizers, too, make the greatest show on the poorest farm. If they give us a profit, why not use them? Why not use them as freely as we can afford to? If one



*Delaware—Maryland—Virginia Peninsula—
Shipping Strawberries from
Bridgeville, Del.*

Delaware—Maryland—Virginia Peninsula

ton per acre gives more clear profit than two hundred pounds per acre, let us find it out and use the larger quantity. I never yet heard a man complain of too great profits, and yet we carelessly lose most of them."

This is pretty straight talk by one who knows of what he speaks. It leaves no doubt that old farms can be made productive, and evidence to that effect is far from exhausted. More will be presented in the chapter on the Delaware Railroad Demonstration Farm.

VII

The soil of the Peninsula is alluvial, but its character is not uniform. It varies from stiff, heavy clay to a friable sandy soil which is very easily tilled and extremely productive. In a general way the proportion of sandy soil is greater toward the south and east, but there is a considerable quantity in the north, and there is more or less strong clayey loam in all parts of the Peninsula. Probably the best and strongest soil is the red, or yellow clay. It produces acre for acre the fullest crops of all kinds of fruits, vegetables and grains, and when seeded to grass makes excellent pasture. Moreover, to produce these heavy crops only a moderate amount of fertilizer or manure is necessary, if care is taken in the tilling and proper attention paid to the rotation of crops. Sometimes this red clay lies a few inches below the surface, under a covering of friable sandy loam. For many purposes this combination is much better than the clay surface. A sandy topsoil with a clay subsoil dries out more quickly after a rain and is more easily tilled. It gives a richer color to fruits, causes vegetables to mature earlier, and in that way enables them to catch the best



*Delaware—Maryland—Virginia Peninsula—
Corn*

Delaware—Maryland—Virginia Peninsula

prices in the market. A heavy white clay is found in certain small areas in different parts of the Peninsula. This is excellent for pasture and hay when well drained and filled with vegetable matter. It also produces heavy crops of corn and wheat. The sandy loam, while it is not adapted to grazing, is well suited to market gardening, fruits, early potatoes, sweet potatoes, alfalfa and many other crops. Some of this sandy soil, which contains a large amount of vegetable matter, has a rich black color. Most of the black land is low-lying, so that the water level is near the surface. This makes it ideal for strawberries.

Different methods of treatment must be employed for these different varieties of soil in order to get the best returns. Those who have made a special study of the agricultural conditions in other states and countries have a very expressive and appropriate word to denote the character of the soil of the Peninsula. They speak of it as "kindly." Each of the different grades of soil responds in a remarkable manner to tillage and manures. The effect of green manuring is marvelous; the sandiest soil becomes extremely productive as soon as cow peas, soy beans, crimson clover, or some other such crop has been plowed under.

VIII

The poorest sand on the Peninsula can be made to produce forty to fifty bushels of shelled corn per acre every year, and from one to two tons of clover hay without the application of any manure or fertilizer other than a leguminous crop; crimson clover is the secret of it. You have only to plant the corn in the spring and sow the cloverseed among the rows of corn at the last cultivation.



*Delaware—Maryland—Virginia Peninsula —
Celery*

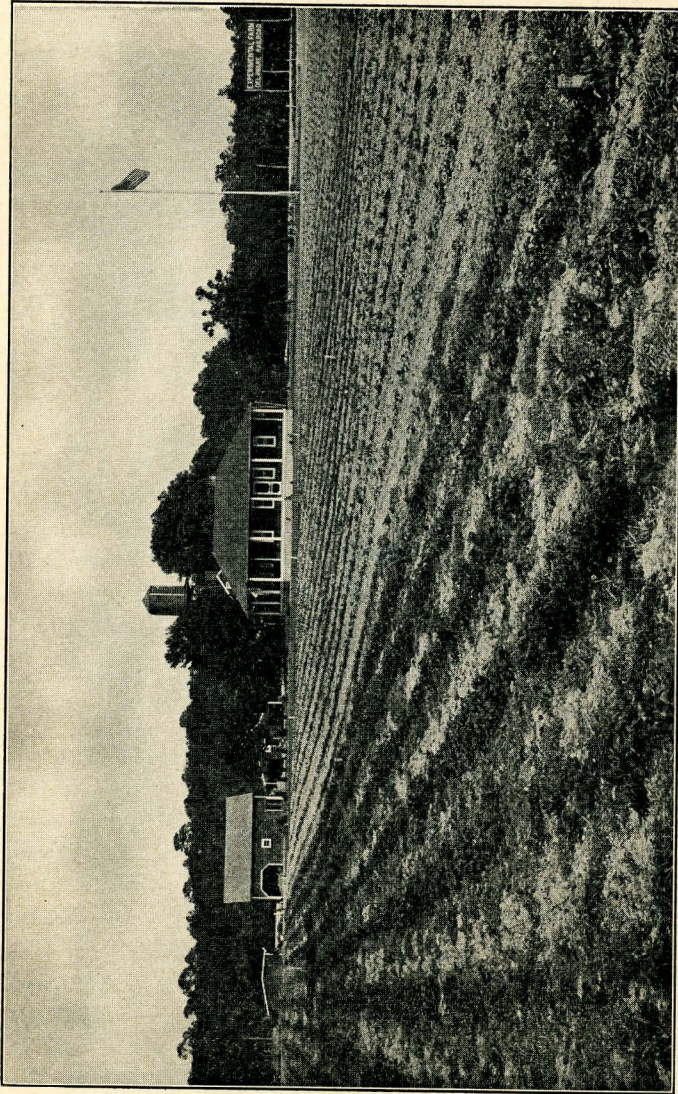
Delaware—Maryland—Virginia Peninsula

The clover grows in the fall and during the open parts of winter, and in the spring it is ready to be "plowed under." After this operation has been repeated two or three times the clover may be cut for hay, and inside of ten years the poor sand has become a fertile retentive soil, producing two crops every year. If planted by the first of July the corn crop will easily mature before frost, while the crimson clover matures and is cut for hay about the middle of May. The application of a little dissolved rock and muriate of potash to the corn and clover for the first three or four years will greatly hasten this process of improving sandy land. Much larger crops will be grown and every pound of fertilizer will pay for itself in the following crop. It is a noteworthy fact that the soil of the Peninsula is capable of producing upon itself the green manure that will make it as fertile and productive as one could wish, at the same time producing good yields of a staple crop. This is not true of land in cold climates, where the growing season is short.

IX

General farming, dairying, grain and grass have all proved successful. Particularly along the west coast of the Peninsula, or in what is known as the Eastern Shore of Maryland, are dairying and stock raising profitable. Here we have a great deal of the heavy clayey soil that makes good pasture. In this country there are many prosperous dairymen, and fine horses, cattle and sheep are raised.

Taking the Peninsula as a whole, however, it is more adapted to certain specialties which the warm climate, character of the soil and the nearness to markets make immensely profitable. It is by making the most of the



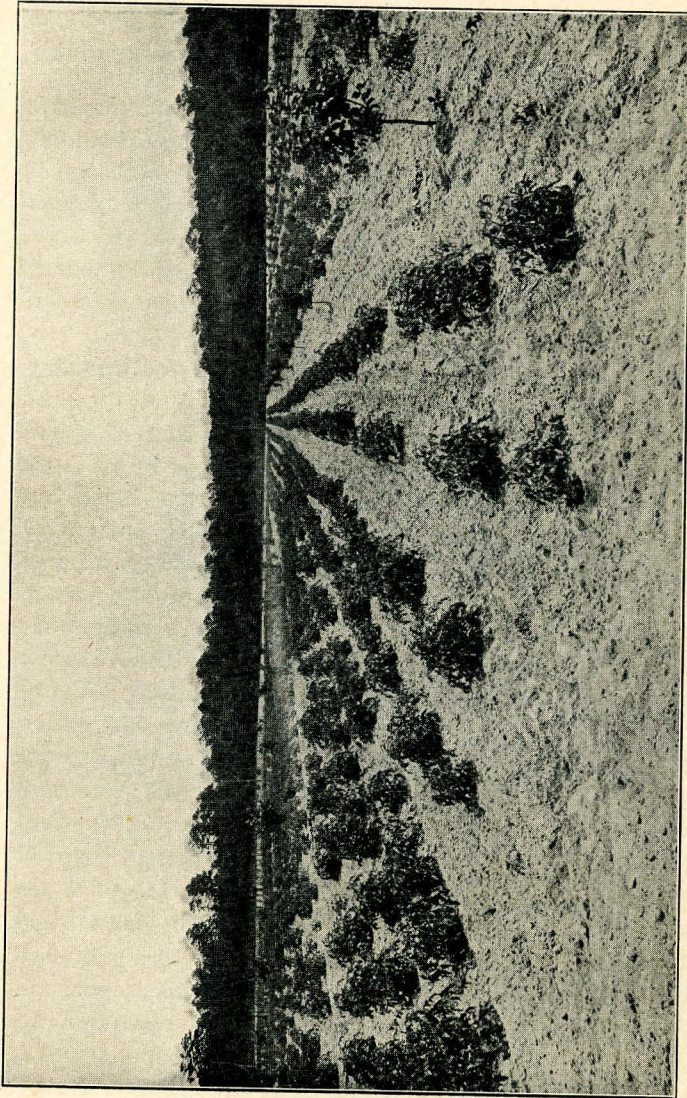
*Delaware—Maryland—Virginia Peninsula—
Delaware Railroad
Demonstration Farm*

Delaware—Maryland—Virginia Peninsula

special advantages for raising tree fruits, small fruits and vegetables that the most remunerative results are obtained.

To the south and west there is much sandy soil that is unexcelled for white and sweet potatoes. With proper culture it will yield from 200 to 400 bushels to the acre. In times of drought, which are very rare on the Peninsula as it lies in a zone of heavy rainfalls, the moisture from the ocean saves crops.

Climatic conditions, such as temperature and distribution of rainfall, must be considered in their relation to the soil of any locality. The chemical composition of a soil might be the best in the world, but it would be of little value if it were frozen half the year and then dried out and baked to a brick-like hardness for a large portion of the remaining half. The plant food is only made available through the liberation of mineral elements by the action of heat and moisture. On the Peninsula the summers are long, the winters mild and often open. From time to time a deep freeze comes along to pulverize and loosen the subsoil. During almost the entire year it is warm enough to permit of chemical activity that decomposes, and of activity of the various bacteria which perform a like function, while at the same time adding to the fertility of the soil by gathering nitrogen from the air and storing it up as plant food. Productiveness depends more on the processes which take place than on the quantity of plant food within the soil. On the Peninsula the long, warm summers and frequent rains facilitate the process of decomposition and make soluble great quantities of plant nourishment. Hardy legumes such as soy beans, cow peas and crimson clover flourish during the whole year on account of the



*Delaware—Maryland—Virginia Peninsula—
Demonstration Farm—
Young Orchard Intercropped
with Tomatoes*

Delaware—Maryland—Virginia Peninsula

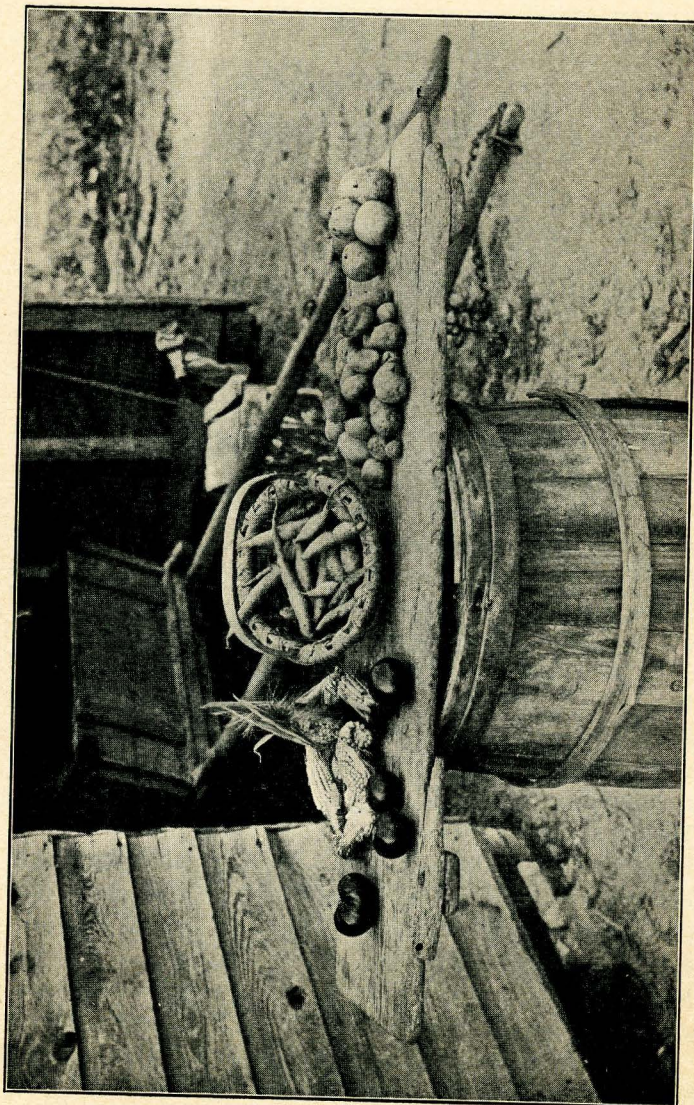
mild winters. Besides adding value to the land these cover and catch crops make excellent fodder.

X

The Pennsylvania Railroad Company, which controls the Railroad Lines on the Peninsula, is inaugurating a campaign in the interests of its people and its farms. In pursuance of this object the Company is operating a farm at Bacon, Delaware. An account of its history and development throws interesting light on the subject of old farms.

After spending some time in searching for land located not too inaccessibly for visitors, but which should be incontestably as poor as any on the Peninsula, the Company purchased in January, 1910, about forty-three acres near the little station of Bacon, Delaware. If any one has doubts as to the Railroad's sincerity in looking for the worst land to be found, he has only to talk to the natives of that region. They were at first rather doubtful of the project, and many of them who have not seen what has been done are still skeptical as to the possibility of making that particular piece of land pay for itself; they all agree, however, that they thought it worthless.

The Railroad Officials themselves were somewhat frightened when they saw the tangled waste they had undertaken to redeem. It was with some inquietude that they asked the farmer whom they had secured for this purpose if he could really make the proposition go. In spite of the rank growth of sassafras, sweetbrier and weeds, with which the former owners had let this land become overrun, the Agriculturist saw the inherent value of the soil and undertook the task.



*Delaware—Maryland—Virginia Peninsula—
Crop Raised on Demonstration Farm
Before the Railroad Bought It*

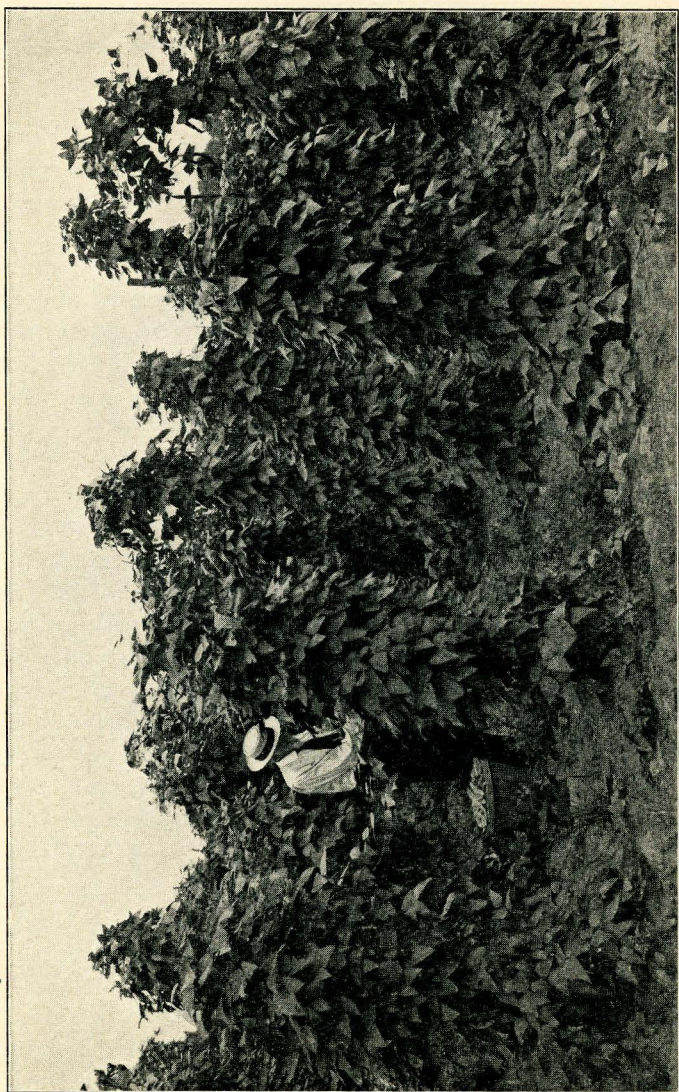
Delaware—Maryland—Virginia Peninsula

Straightway the work of clearing was begun. When the thicket was leveled, roots and a few stumps torn out, the wood was burned and the ash left upon the land. As soon as possible the ground was broken and cover crops put in. Only twelve acres were dressed with manure, and not more than ten tons were used to the acre. For the rest the only fertilizer used was the green stuff that was ploughed under. For this soy beans were found to be one of the best renovators. They are good for the stock, and are also used for making oil. During the first summer the whole farm was kept green with catch crops of clover, rye and cow peas.

The start, of course, was late, and yet during that first season thirty-six varieties of vegetables were raised, and all at a profit; orchards were started of apples, pears, plums, peaches, quinces and cherries. These young trees now look as fine and healthy as any that can be found in the land. Quantities of small fruits, including raspberries, currants, blackberries, strawberries, dewberries, gooseberries and grapes were put in, and all did nicely. An old peach orchard was renovated by careful spraying and trimming, and is now in a flourishing condition. It was not allowed to bear this year, but next year, according to present indications, the first crop taken from it in a long time will be harvested.

XI

It must be remembered that the primary object of the demonstration farm has not been to make money. As its name implies, its aim is to demonstrate what can be raised successfully on the Peninsula. Naturally it would not be economical for a farmer to raise thirty-six different vari-



*Delaware—Maryland—Virginia Peninsula—
Lima Beans*

Delaware—Maryland—Virginia Peninsula

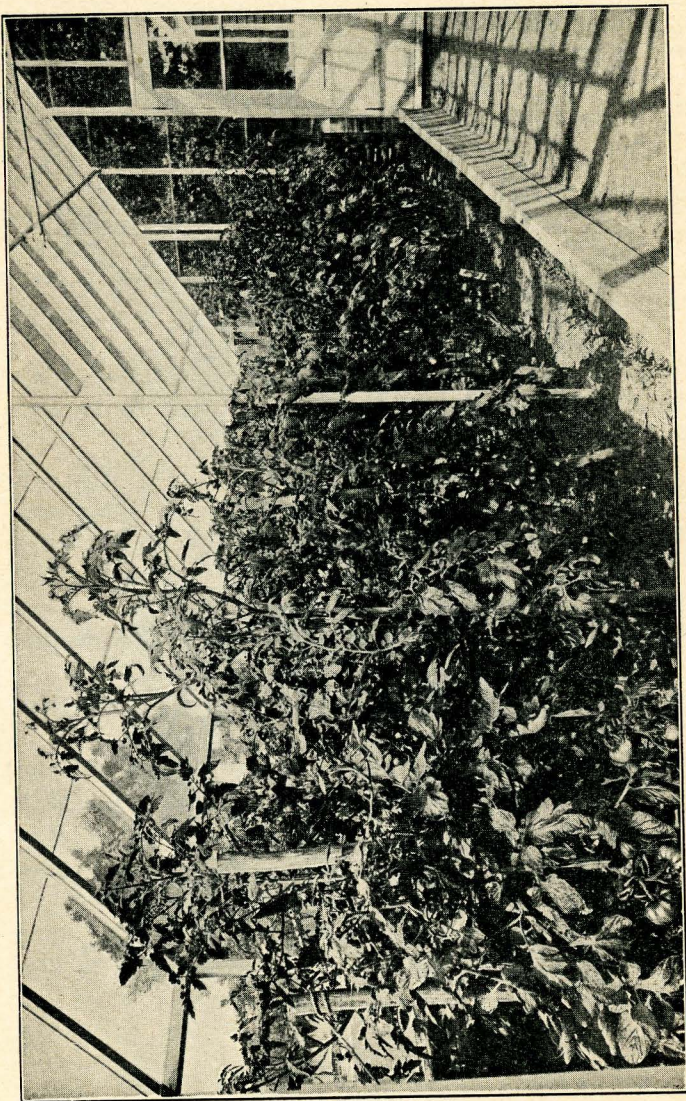
eties of vegetables, to say nothing of fruits and berries, on thirty-four acres, as is being done at this station.

Yet some remarkable profits were taken from the farm in the first year, in spite of this and of the fact that it had been weakened by poor handling for over five years, and that it had lost its fertility long before. With a small application of stable manure and 500 pounds of lime, corn was raised at the rate of forty-seven bushels an acre. This is not much when we know that a neighboring farm yielded 125 bushels to the acre, but the latter only shows what the former can be made to bear.

Lima beans yielded a net profit at the rate of \$147.61 to the acre, cucumbers \$104.00, watermelons \$52.00, muskmelons \$42.00, radishes \$42.70, leeks \$41.00, onions \$40.37 and sweet potatoes \$40.50 per acre. Nearly everything planted added something to the farm's income, but the best money-makers were those mentioned. There were perhaps a dozen more which brought over thirty dollars to the acre in the first year, and this season the returns will probably be doubled.

All last winter the farm was covered with crimson clover, rye and hairy-vetch. Manure in small quantities was applied to about twelve acres. Up to July 1, 1911, three crops had already been harvested from some acres—radishes, cucumbers and lettuce. Besides these, crops of leeks, onions, tomatoes, raspberries, strawberries, asparagus, beets, wax-beans, rhubarb and white potatoes were sold at good prices.

Coming along with excellent promise were sugarcorn, late tomatoes, lima beans, carrots, onions, cantaloupes, okra, squash, pumpkins, watermelons, peanuts, kohlrabi, Swiss-



*Delaware—Maryland—Virginia Peninsula—
Hothouse at
Demonstration Farm*

Delaware—Maryland—Virginia Peninsula

chard, cabbage (several varieties), rutabaga, celery, brocoli, Brussels-sprouts, cauliflower and tobacco.

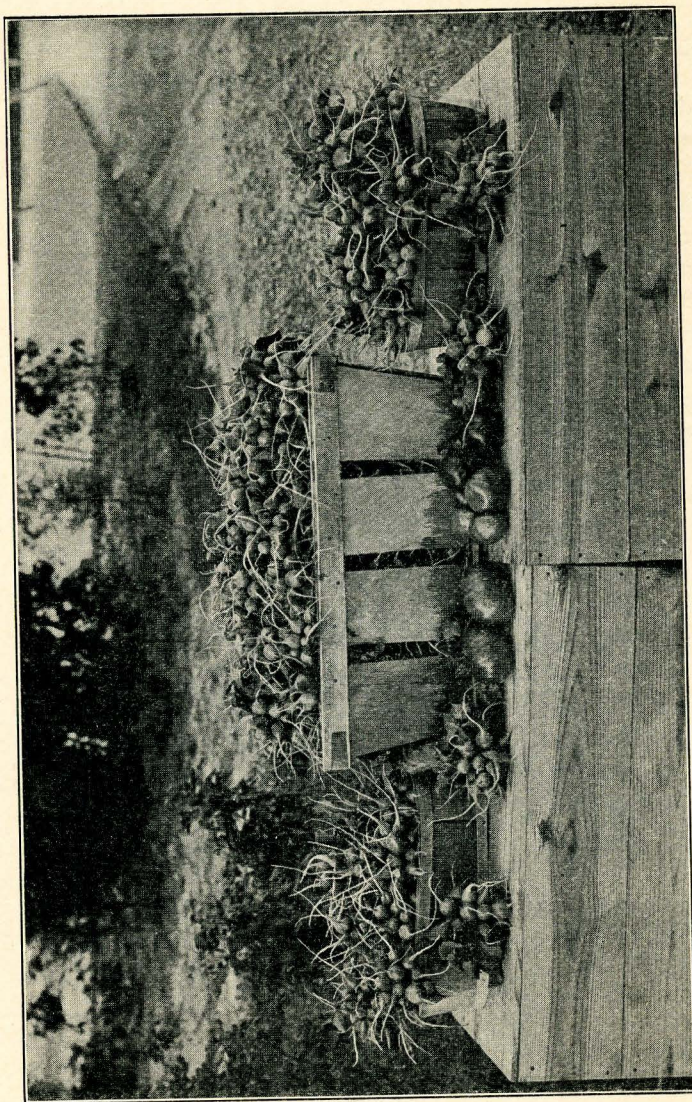
Two acres were left in cover and catch crops.

At present there are thirty-four acres under cultivation. Practically ten acres remain to be reclaimed. These at first presented an appearance not unlike a canebrake, except that the thicket was interspersed with a few large trees and many stumps. The whole was swampy land, at times almost covered with water. The work of putting this into shape has been going on slowly, and it will probably be ploughed in the late fall. A ditch which ran along one end of this land has been deepened to draw off the water. The smaller growth has succumbed to the billhook, stumps have been blasted out, and while much still remains to be done, it is already evident that this will soon be paying good interest on the investment of time and labor put into it.

A farmhouse, in much need of repair, and several dilapidated outbuildings were on the place when it was purchased. The former has been given the attention it needed and is now occupied by the farmer and his family. A neat bungalow was put up for the office and headquarters of the agricultural expert. Modern barns with cement floors took the place of the old, and an up-to-date pigsty was installed.

Some of the natives were much amused at the new style pigsty. The luxury of cement floors and cleanliness for pigs seemed superfluous to them; they suggested that cigars and palm-leaf fans should be added to the equipment.

A small hothouse is being operated with success. There are opportunities on the Peninsula for hothouse men which



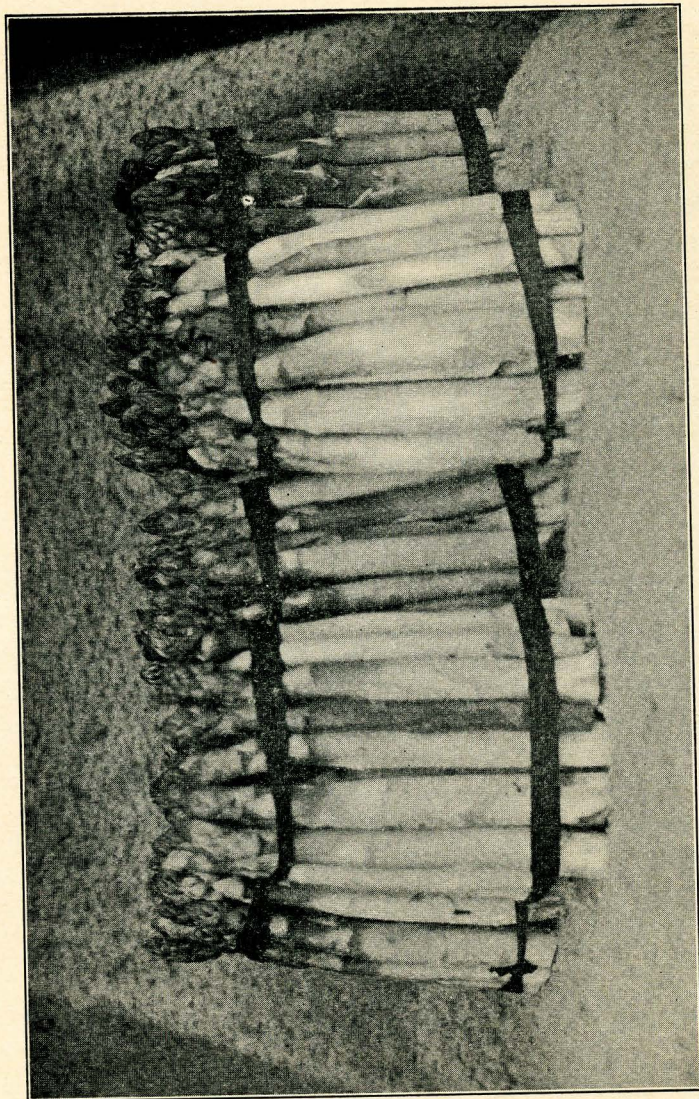
*Delaware—Maryland—Virginia Peninsula—
Demonstration Farm—
Early Crops that Pay Well*

Delaware—Maryland—Virginia Peninsula

have so far been largely neglected. Instead of paying high prices for land farther north and nearer cities, those interested in cultivation under glass would do well to turn to the Peninsula. The location is ideal for this class of gardening. The sun is so warm in winter that good crops can be grown by its heat almost without artificial aid. While farther north fires must be kept roaring all the time, here it is only necessary to use steam at night and during the early morning. The advantages of being situated near a city are overcome by the excellent transportation facilities of this region. Cold-frames have proved to be very practical for early plants and for raising plants from seeds.

A small part of the Peninsula Demonstration Farm has been irrigated. For this purpose a 10,000-gallon storage tank, with an engine for pumping the water, has been set up. The whole thing, while costing more than the average small farmer can afford to invest, was far from prohibitive in price. When sufficient capital for this is available good crops are assured every year.

Besides showing improved methods of farming through practical demonstrations, the man in charge of the agricultural station is at the service of every resident or prospective resident of the Peninsula. He is glad to inspect land and give his advice freely on any matters pertaining to agriculture. He analyzes seed which is sent in and endeavors to answer all inquiries that come to him. From the data he has gained by planting trial rows and watching them systematically he is already able to furnish much valuable local information.



*Delaware—Maryland—Virginia Peninsula—
Demonstration Farm—
Asparagus from 2-Year-Old Bed on
Land that was Considered Worthless*

XII

It would be impossible in small space to give a comprehensive account of local industries and activities on the Peninsula, but any discussion would be incomplete without mention of some of the salient points of local interest.

Bridgeville, in Sussex County, Delaware, is the greatest shipping point for strawberries in the world. Pushing it close for the honor comes Selbyville, Sussex County, Delaware, and Ridgeley, Caroline County, Maryland.

At Ridgeley the Armours have just put in a new canning plant for jellies, jams, etc. All this season a similar one has been in operation at Berlin, Maryland.

A large grapejuice plant will be erected this fall at Dover, Delaware.

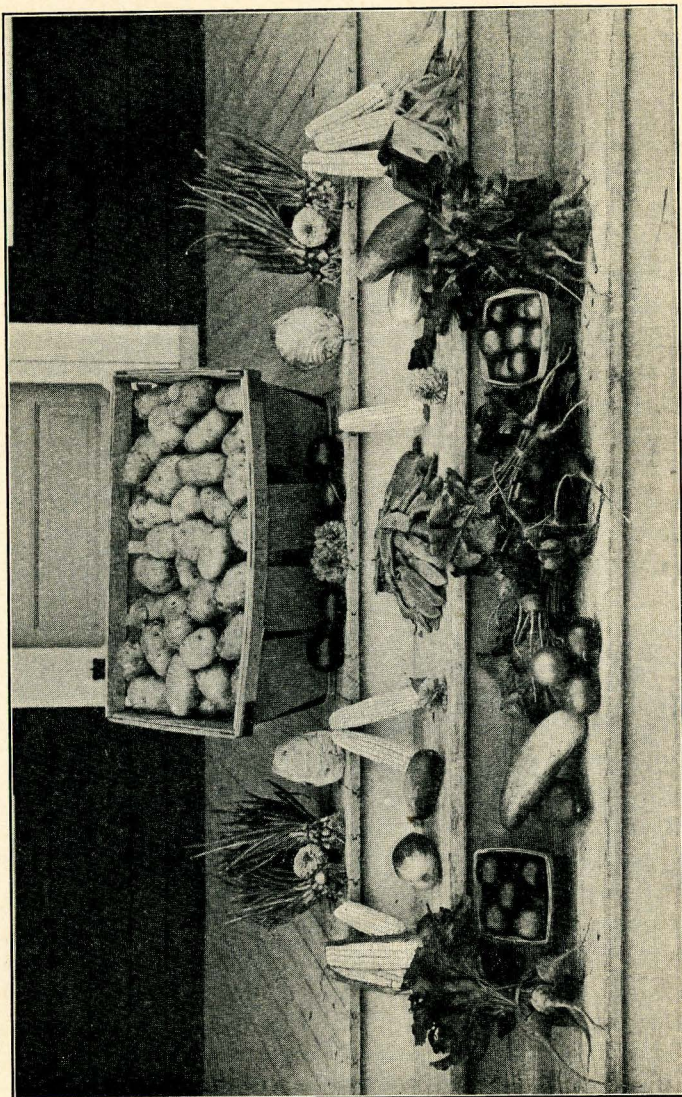
At the National Apple Show, held in Denver, Colorado, in 1910, apples from the Peninsula took sixteen blue ribbons. Wherever Peninsula fruit is shown it excels in taste, flavor and color.

Grains, grasses and corn from this region, which were shown at the Corn Show in Columbus, Ohio, last year, looked as well as any of the western products, and many prizes were taken.

Accomac County, Virginia, produces more and finer sweet potatoes than any county in the United States. It yields fully 5 per cent of the whole crop of this country at a money value which is enormous.

In 1910 there were 452,135 barrels of potatoes shipped from Cape Charles, Virginia: 432,403 barrels of whites and 19,732 barrels of sweets.

The Eastern Shore is noted as the home of the diamond-back terrapin.



*Delaware—Maryland—Virginia Peninsula—
Demonstration Farm—
Second Year Crops*

Delaware—Maryland—Virginia Peninsula

Lewes, Delaware, is one of the largest centers of the fish industry in the United States.

Crisfield, Maryland, is one of the most famous places in the world for crabs. It is renowned among hotelmen the country over.

The highly prized Chincoteague oysters are shipped from Franklin City, Virginia. During the winter of 1910-11 the Delaware Railroad transported the equivalent of 133,793 barrels of oysters and clams from this region.

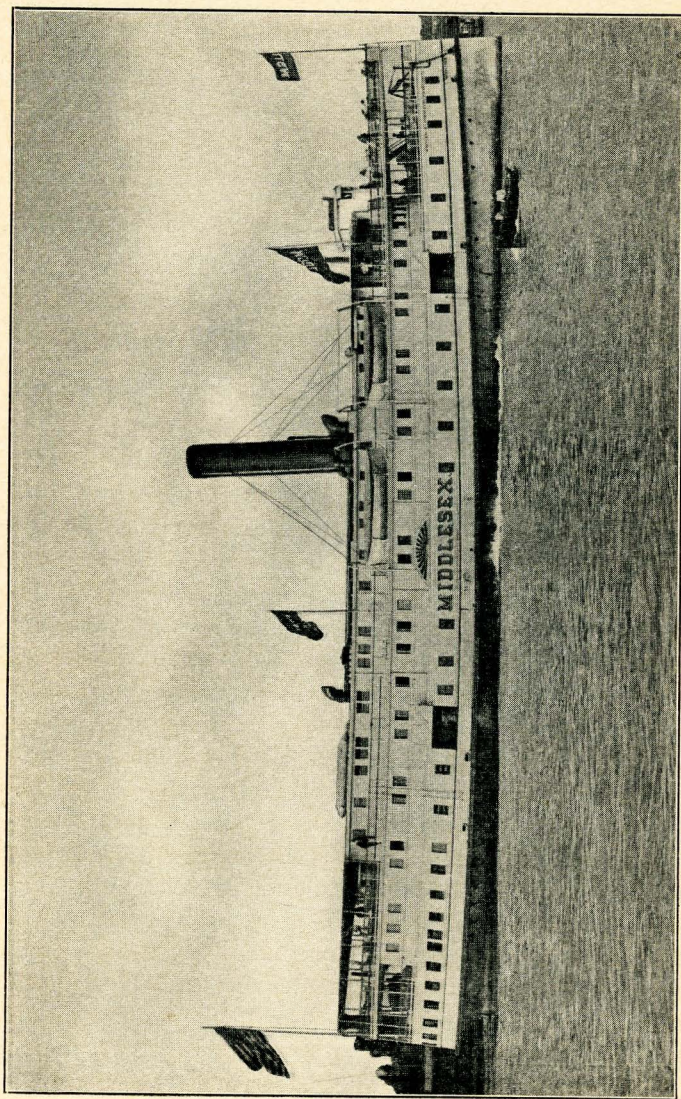
Harrison's Nurseries, the largest of their kind in the world, are situated at Berlin, Maryland.

Ocean City, on the Atlantic coast of Maryland, and Rehoboth, on the Atlantic coast of Delaware, are fast becoming two of the most popular summer resorts in the South.

Fast freight trains connecting with all points of the Peninsula leave every morning for Baltimore, Philadelphia and New York.

In the season fruit expresses run every morning on a regular schedule. Fruit picked one morning is in the New York markets in time to be on the breakfast table the next day.

There are four railroads on the Peninsula—the Delaware Railroad, the New York, Philadelphia and Norfolk, the Baltimore, Chesapeake and Atlantic, and the Maryland, Delaware and Virginia Railroad. During the year 1910 these roads carried from the Peninsula 36,218,719 quarts of berries, 709,989 baskets of apples, 996,671 baskets of peaches, 1,262,146 baskets of pears, 392,715 baskets of tomatoes, 552,435 pounds of grapes, 844,563 pounds of plums, 3,023,250 barrels of potatoes and 3,258,153 cases of canned



*Delaware—Maryland—Virginia Peninsula—
One of the Steamers of
M., D. & V. Railroad*

Delaware—Maryland—Virginia Peninsula

goods. In addition to this, large shipments were made by water over the Maryland, Delaware and Virginia and the Baltimore, Chesapeake and Atlantic Railways, which operate steamboat lines on Chesapeake Bay and rivers tributary to it.

XIII

Although the Peninsula is a geographical, if not a state unit, and can therefore be considered as a whole, it may be well to look at some of the features which distinguish the three separate states, one from the other, where any can be found.

The following is from the Census Bureau's report on Delaware:

"The transportation facilities are excellent, as no part of the state is remote from navigable water, and its location gives a direct railroad connection with all the large railway systems of the eastern states.

"There are seventy-seven canning factories, employing an average of 1,369, putting up products valued at \$2,106,000; a value which has increased 44.6 per cent from 1904 to 1909. Canning and preserving as a factory industry is of comparatively recent origin. There has been a rapid development of it in Delaware since 1869. The largest individual product is tomatoes, comprising in 1909 76.2 per cent of the aggregate value of all products. Of the 77 establishments embraced in this classification in 1909, tomatoes were canned or preserved by 69, peas by 10 and corn by 8. Forty-nine establishments canned or preserved tomatoes exclusively. Tomato pulp and scraps, to be subsequently converted into fertilizer, were among the products of 20 of the 69 establishments canning or preserving tomatoes."

The number, by cases and value, of the vegetables canned in 1909 was: Tomatoes, 1,262,635 cases at \$1,007,-595; peas, 190,260 cases at \$249,357; corn, 94,697 cases at \$138,739; sweet potatoes, 20,633 cases at \$28,675; pumpkins, 3,145 cases at \$4,546; all other vegetables, 13,989 cases at \$22,688; all the other products were valued at \$56,071. This does not include canned fish, oysters and crabs.

The population of Delaware is 202,322, almost half of which is in Wilmington. The products of all the industries of the state are valued at \$52,840,000. Some of the most important among them are leather, foundry and machine shop products, shipbuilding and paper and wood pulp.

The area of the state is 2,050 square miles, of which about ninety square miles are under water. In Kent and Sussex, the two lower counties, there are little more than fifty people to the square mile. More than one-third of these are in the towns, so that the land is now only supporting about thirty-three people to the square mile. Delaware is a hundred miles long; its average width is twenty miles.

XIV

In the nine counties of Maryland which are situated on the Peninsula there are 198,211 people distributed over an area of 3,419 square miles. The average increase in population, by counties, since 1900, has been 7.77 per cent. It will be seen that while this population is smaller than that of the state of Delaware the land area is greater. It must be remembered, however, that there are almost a hundred thousand in the city of Wilmington, while in the Peninsular section of Maryland there is no large city.

The coast, along Chesapeake Bay, is a veritable lacework of bays and rivers which furnish navigation facilities to towns situated far inland. These estuaries are famous feeding-grounds for water fowl of every description and abound with fish and crustaceans.

The land in this coast section is heavier than that which is found inland and farther south. For this reason it is more adapted to pasture, and many important dairymen are located there. The towns thereabouts are very old and picturesque, and the people renowned for their hospitality.

XV

The total population of Accomac and Northampton Counties, Peninsular Virginia, is 53,322—36,652 in the former and 16,672 in the latter. The area, taking the counties in the same order, is 478 and 232 square miles, or a total of 710.

This section has a delightful climate, neither extreme of heat or cold, the temperature rarely being excessive in summer, or falling to 10 above zero in winter. Cooling sea breezes sweep over the land every day in summer.

The surface of the country is smooth, even, and almost level, drained by the Pocomoke River. The soil is light loam with a red clay subsoil, which is easily tilled. Farm products are sweet and white potatoes, corn, wheat, oats, vegetables, etc. There is no county in the United States that produces as many sweet potatoes as Accomac. Trucking is the leading farm industry. The growth of large and small fruits is constantly increasing in acreage, and is already an important and profitable industry. Apples, peaches, blackberries and strawberries are the principal

fruits under cultivation; but all those common to the temperate zone thrive well.

The fish and oyster industry is probably more valuable than in any other county of Virginia. Clams and crabs are also a source of revenue and an important article of food to the residents.

About 65 per cent of the land is under cultivation, and the balance is in timber, consisting of oak, chestnut, pine, beech, gum and holly. The oak and pine are the most abundant and valuable, and are being rapidly cut. There are many lumber mills, barrel factories, flour and corn mills, carriage, cart and wagon factories.

Accomac is a pretty little village with an historical courthouse, which contains many very old and interesting records and relics.

XVI

In conclusion, why is it the railroads are taking such pains to disseminate information about farmlands, to teach the farmers what to raise and how to raise it, to find markets for their crops and to supply transportation facilities such as were never dreamed of a few years ago? What does it all mean?

It means that the day of scientific agriculture has dawned at last in this country; that the railroads have realized the necessity for co-operation with the farmers in the furtherance of scientific agriculture in order that both shall prosper.

Individual farmers, often living in remote districts where the cry of progress seldom penetrates, are slow to break away from the methods of their fathers—methods that

sapped the strength of the land and left it barren; methods under which the farmers had nothing to ship and the railroads had nothing to haul. And so the railroads are shouting the cry of progress in tones that all may hear; they are bringing knowledge of intensive farming to the farmer's very door so that he needs must heed.

This is the only way now. There are few untrodden fields for the railroads to open up and develop. The pioneers have pushed the frontier across the continent to the Pacific. Now they must retrace their steps and gather up the prizes they overlooked in their first enthusiasm, when they thought there was virgin land, and to spare, for every one. The railroads, eager for the new lands at first, are now just as eager that the old land shall come into its own.

There can be no object to the Peninsula Railroads in inviting people to settle where they can not succeed. There is no more infallible rule in railroading than that the profits of the road vary directly with the prosperity of the people in the territory it serves.

The railroads do not take chances. They do not recommend land that will not bring returns to the Company by producing large crops to be taken to market. But the Pennsylvania Railroad knows, as does every one who has looked over the country, that the Delaware-Maryland-Virginia Peninsula is one of the choicest spots for agriculture on the continent. It knows that the people who go there are successful; it knows of thousands of people who have been there for generations and have always been successful. It is because of that knowledge that this booklet is published. People from the cities and towns are going back

Delaware—Maryland—Virginia Peninsula

to the land. They would do well to investigate the Peninsula before choosing a location. Dissatisfied farmers who are wearing their lives away on unkind soil in a rigorous climate can find in this pleasant country the best of the North and South combined. Broad acres are waiting there for your ploughs, good people are waiting to make you welcome, and the Railroad is waiting to help you succeed.